

Message Text

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COMMERCE FOR BEWT/MURRIN, BEWT/TPD THOMPSON, AND BEWT/TDAD

STECHSCHULTE; VIENNA FOR VONTILLIUS

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SUBJ: REPORT ON MATERIALS TESTING EQUIPMENT TSS, WARSAW,
APRIL 19-25, 1978

1. THE SEMINAR WAS HELD AT THE HOTEL VICTORIA ON APRIL 20 AND 21. TDC DIRECTOR SCHRAGE OPENED THE SEMINAR EACH DAY, AS DID POLISH CO-HOST JAN SZALOWSKI, DIRECTOR OF THE (NEW) DEPARTMENT OF MARKET RESEARCH IN THE POLISH CHAMBER OF FOREIGN TRADE.
 2. THE TSS DREW A LARGE CROWD OF OVER 225 ON THE FIRST DAY (204 OFFICIALLY REGISTERED). ON THE SECOND DAY, WHICH WAS A SHORTER PRESENTATION, APPROXIMATELY 180 ATTENDED, OF WHICH 46 WERE NOT PRESENT THE FIRST DAY.
 3. POLISH GUESTS ATTENDING THE SEMINAR INCLUDED OFFICIALS FROM SEVERAL MINISTRIES, FOREIGN TRADE ORGANIZATIONS, AND ASSOCIATIONS. THE MAJORITY OF
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THE AUDIENCE CONSISTED OF ENGINEERS AND TECHNICIANS FROM INDUSTRIAL RESEARCH INSTITUTES, PLANTS, AND OTHER END-USERS.

4. A RECEPTION FOR POLISH ATTENDEES AND SEMINAR PARTICIPANTS WAS HELD AT THE HOTEL FOLLOWING THE FIRST DAY'S PRESENTATIONS.

5. ALL PARTICIPANTS CONSIDERED THE SEMINAR A SUCCESS. SEVERAL COMPANIES HAD PRE-ARRANGED APPOINTMENTS DURING THE SEMINAR AND ALL COMPANIES HAD APPOINTMENTS ON APRIL 24 AND 25. THESE LETTER APPOINTMENTS WERE ALL THE RESULT OF CONTACTS MADE DURING THE SEMINAR. MORE DETAILED INFORMATION WILL BE INCLUDED IN THE PARTICIPANTS' REPORTS WHICH WILL BE COMPLETED THE EVENING OF DEPARTURE FROM WARSAW.

6. THE TRADE DEVELOPMENT CENTER (TDC) WAS EXTENSIVELY USED FOR BUSINESS APPOINTMENTS. PARTICIPANTS CITED THE OUTSTANDING SUPPORT THEY RECEIVED FROM THE TDC STAFF AND THE TDC FACILITIES MADE AVAILABLE TO THEM.

7. THE EMBASSY'S VIEW IS THAT THIS WAS PROBABLY THE MOST PERTINENT AND SUCCESSFUL TSS IN THE PRESENT FISCAL YEAR, EVEN THOUGH PREVIOUS TOPICS WERE ALSO WELL RECEIVED. THE COMPANY REPRESENTATIVES WERE THOROUGHLY PROFESSIONAL AND COOPERATIVE. WE REGARD THIS AS A WELL RECRUITED SEMINAR AND A TOPIC WHICH, IN SOME FORM, MERITS REPEATING IN THE NEAR FUTURE.

8. BUDGET DATA WILL FOLLOW SEPARATELY.
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SCHAUFEL

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